

Message Text

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USLO PEKING

INFO AMEMBASSY MANILA

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EXDIS

E.O. 11652: GDS

TAGS: ENRG, ETRD, CH

SUBJECT: US OIL COMPANY CONTACTS WITH PRC

REFS: (A) HONG KONG 12007 (NOTAL)

(B) MANILA 13132

1. DEPARTMENT APPRECIATES REFTEL REPORTS AND WOULD BE INTERESTED IN PROMPT REPORTING OF ANY INFORMATION ON THE RESULTS OF THESE CONTACTS WHICH POSTS CAN PROVIDE. WE FULLY UNDERSTAND, AND WILL RESPECT, BUSINESSMEN'S WISHES CONCERNING THE SENSITIVITY OF THEIR CONTACTS. -

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2. ON A SOMEWHAT DIFFERENT ASPECT, A US PETROLEUM CONSULTANT HAS INFORMED THE DEPARTMENT OF SOME DISCUSSIONS HE HAS HAD IN HONG KONG WITH PRC OFFICIALS ON THE POSSIBILITY OF ORGANIZING A CONSORTIUM OF US OR OTHER WESTERN FIRMS TO
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PROVIDE TECHNICAL ASSISTANCE AND CAPITAL FOR DEVELOPMENT

OF PRC PETROLEUM RESOURCES, IN RETURN FOR WHICH THE PRC
HELD OUT PROSPECTS FOR AN ARRANGEMENT TO SELL CRUDE TO THE
CONSORTIUM. A MEMCON ON THIS HAS BEEN POUCHED TO ACTION
ADDRESSEES.

3. A REPRESENTATIVE OF ESSO EASTERN, A SUBSIDIARY OF EXXON,

HAS INFORMED DEPARTMENT THAT THE COMPANY HAS BEEN DIS-
CUSSING WITH CHINA RESOURCES THE POSSIBILITY OF SELLING
TO THE PRC SOME COMPANY-OWNED TERMINAL FACILITIES
LOCATED ON AN ISLAND IN HONG KONG HARBOR (NGA YING CHAU).
WE HAVE INFORMED ESSO EASTERN THAT THE DEPARTMENT HAS
NO OBJECTIONS TO THIS SALE PROVIDED THAT US EXPORT CON-
TROL REGULATIONS ARE FULLY MET. (FROM THE WAY THE
FACILITIES WERE DESCRIBED TO US, IT WOULD APPEAR THAT NO
EXPORT LICENSES WOULD BE REQUIRED, BUT THE FIRM IS IN
TOUCH WITH THE COMMERCE DEPARTMENT.) INGERSOLL

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